

ASPIRA, INC. OF NEW JERSEY
1993 BUDGET

	1992 <u>ACTUAL</u>	1993 <u>BUDGET</u>	<u>VARIANCE</u>
<u>INCOME</u>			
Programs	659,810	687,719	27,909
General Fund	437,976	640,376	202,400
TOTAL INCOME	<u>1097,786</u>	<u>1328,095</u>	<u>230,309</u>

<u>EXPENSES</u>			
Programs	618,826	687,719	68,893
General Fund	275,616	304,405	28,789
TOTAL EXPENSES	894,442	992,124	97,682
NET RESULTS	203,344	335,971	132,627

<u>COMPARISON BY GROUP</u>	<u>1992</u>	<u>1993</u>	
<u>PROGRAMS</u>			
Income	659,810	687,719	27,909
Expenses	618,826	687,719	68,893
NET	40,984	-	40,984

<u>GENERAL FUND</u>			
Income	437,976	640,376	202,400
Expenses	275,616	304,405	28,789
NET	162,360	335,971	173,611

Primarily due to Capital Campaign, this income will be discussed with Roger to determine into which finance statement it properly belongs. The Budget for the Endowment is presented with rent and utilities as a basis for the income.

The expense budget is based on 12-full months of operations-Our experience tells us that it is approximately 10-11 months-(actual).

PROGRAMS INCOME

1993

<u>PROGRAMS</u>	<u>PERIOD</u>	<u>ACTUAL</u>		<u>PROJECTED</u>	
		1991	1992	1993	
102 - PHS-ESSEX	NOV-OCT	26,411	26,411	26,411	
103 - PHS-JERSEY CITY	NOV-OCT	16,597	16,597	16,597	
104 - HCMD	SEPT-AUG	10,200	-	-	
107 - APPLP	SEPT-JUNE	16,500	16,700	16,700	
108 - PEW	MAR-FEB	7,075	-	-	
109 - TOPS	FEB-OCT	-	-	19,000	
140 - PATERSON-DCA	JULY-JUNE	31,500	31,500	31,500	
PATERSON-DCD	JULY-JUNE	4,000	2,000	2,000	
PATERSON-CSBD	OCT-SEPT	10,000	10,000	-	
PATERSON-DHR	JAN-DEC	15,000	15,000	15,000	
141 - TITLE XX-DCA/DYFS	JULY-JUNE	48,158	48,158	50,067	
142 - TRENTON-DCA	JULY-JUNE	50,000	50,000	50,000	
-BORDEN/PRUDENTIAL	JULY-JUNE	10,000	7,500	7,500	
143 - CAMDEN-FED.-TALENT SEARCH	SEP-AUG	-	150,000	170,000	
-COUNTY-CAMDEN	JAN-DEC	22,048	22,048	22,048	
-DCA	JULY-JUNE	50,000	50,000	50,000	
-WILLIAM PENN	JAN-DEC	31,200	-	-	
-CAMPBELL	JULY-JUNE	20,000	20,000	20,000	
-SUBARU	JULY-JUNE	3,000	3,000	-	
150 - DODGE-MATH/SC.	SEPT-AUG	30,000	30,000	30,000	
153 - TURRELL-EAR. INT.	FEB-JAN	30,000	30,000	30,000	
156 - MERCK-SCHOLARSHIP	JAN-DEC	15,000	15,000	15,000	
160 - NEWARK BLOCK GRANT	FEB-JAN	50,000	50,000	50,000	
730 - UNITED WAY-SUPP. EDC.	JAN-DEC	40,450	32,000	32,000	
920 - UNITED WAY-SOCIAL SERV.	JAN-DEC	41,920	33,896	33,896	
TOTAL		579,059	659,810	687,719	

GENERAL OPERATING INCOME

1993

<u>ACCOUNTS</u>	<u>SCHEDULE</u>	<u>ACTUAL</u>		<u>PROJECTED</u>	
		1991	1992	1993	
3200 - FOUNDATIONS -----	A	\$ 78,400	\$ 122,600	\$ 127,600	
3300 - CORPORATIONS -----	B	38,125	28,475	49,925	
3700 - INTEREST -----	C	6,954	3,854	4,000	
3755 - COUNTY OF ESSEX -----	D	10,000	5,000	5,000	
3805 - SCHOLARSHIP -----	E	10,000	5,000	5,000	
3809 - INDIRECT COST -----	F	4,061	9,780	9,800	
3900 - MISCELLANEOUS -----	G	320	48	100	
ACTIVITIES/FUNDRAISING					
3750 - EL CLARIN -----	H	4,055	7,050	9,055	
3650 - LUNCHEON-GUEST FEES -----	I	21,400	38,830	38,830	
3655 - LUNCHEON-JOURNAL -----	J	14,625	16,275	19,275	
3815 - CAPITAL CAMPAIGN -----	K	57,677	180,370	278,791	
3820 - JAZZ FESTIVAL SEPT. 91' -----	L	-	20,694	-	
3800 - OTHERS 1993 -----	M	-	-	93,000	
TOTAL		<u>\$ 245,617</u>	<u>\$ 437,976</u>	<u>\$ 640,376</u>	

3200 - FOUNDATIONS

1993

ACCOUNT	NO.	ACTUAL		PROJECTED
		1991	1992	1993
VICTORIA FOUNDATION -----	1000	60,000	60,000	60,000
PRUDENTIAL FOUNDATION -----	1001		42,000	45,000
ALLSTATE FOUNDATION-----	1002		5,000	5,000
JOSEPH SEAGRAMS -----	1003	5,000	5,000	5,000
ALLIED-SIGNAL-----	1004	4,000	4,000	4,000
WARNER LAMBERT-----	1005	3,000	3,000	3,000
MERRIL LYNCH FOUND. -----	1006	3,000	2,000	2,000
SONY CORP. FOUND. -----	1007		750	1,000
ROXITICUS FUND -----		-	500	500
MAX & DORA COOPER FOUND. -----		-	350	400
DON MIGUEL SCHOLARSHIP-----		1,700	-	-0-
CRUM-FOSTER-----		1,000	-	1,000
JAY R. MONROE MEM. TRUST-----		500	-	500
JAMES RENDALL-----		200	-	200
TOTAL		78,400	122,600	127,600

ACTUAL EXPENSES COMPARISON
1991 - 1992

ACCOUNTS	PROGRAMS				GENERAL OPERATING FUND			
	1991	1992	CHANGE		1991	1992	CHANGE	
			AMOUNT	%			AMOUNT	%
Salaries	307,900	380,000	72,100	24	89,500	103,700	14,200	16
Fringe Benefits	60,400	83,100	22,700	38	16,000	20,600	4,600	29
Rent-Utilities	43,100	43,000	(100)	-	41,000	39,800	(1,200)	(3)
Office Supplies	20,800	31,200	10,400	50	32,000	39,500	7,500	24
Activities	26,300	32,500	6,200	24	26,600	40,800	14,200	54
Professional Services	35,900	36,200	300	-	55,300	30,800	(24,500)	(45)
Other	4,100	12,800	8,700	213	1,800	400	(1,400)	(78)
TOTAL	498,500	618,800	120,300	24	262,200	275,600	13,400	6

Aspira, Inc. of New Jersey
Private Grants & Contributions Fiscal Years 1990 - 1991 - 1992

	FY 1990 (ENDS 6/30)	FY 1991 (ENDS 6/30)	FY 1992 (ENDS 6/30)
FOUNDATIONS			
ALLSTATE FOUNDATION	\$2,500.00	\$2,500.00	\$5,000.00
BECTON, DICKINSON	\$3,000.00	\$3,000.00	-0-
MARY OWEN BORDEN FOUNDATION	\$12,500.00	\$10,000.00	\$7,500.00
CAMPBELL SOUP FUND.	\$20,000.00	\$20,000.00	\$20,000.00
DELUXE CHECK PRINTERS FUND.	\$2,000.00	-0-	-0-
MAX & DORA COOPER FAMILY	\$100.00	\$100.00	\$200.00
GERALDINE R. DODGE FOUND.	\$25,000.00	\$30,000.00	\$30,000.00
FORD FOUNDATION	\$16,500.00	\$16,500.00	\$16,700.00
LEIGHTON & CARIN LAUGHLIN	\$200.00	\$200.00	-0-
MERCK COMPANY FOUNDATION	\$15,000.00	\$15,000.00	-0-
JAY R. MONROE MEMORIAL FOUND.	\$500.00	\$500.00	-0-
JOSEPH E. SEAGRAM & SONS, INC.	\$5,000.00	\$5,000.00	\$5,000.00
NATIONAL STARCH AND CHEMICAL	\$1,500.00	\$1,500.00	-0-
WILLIAM PENN FOUNDATION	\$50,000.00	-0-	-0-
PEW MEMORIAL FOUNDATION	\$15,000.00	-0-	-0-
PRUDENTIAL FOUNDATION	\$40,000.00	\$40,000.00	\$42,000.00
ROKITICUS FUND	\$500.00	\$500.00	\$500.00
SUBARU OF AMERICA FOUND.	\$2,000.00	\$3,000.00	\$2,000.00
TURREL FUND	\$33,000.00	\$30,000.00	\$30,000.00
VICTORIA FOUNDATION	\$50,000.00	\$60,000.00	\$60,000.00
GEORGE OHL FOUNDATION	-0-	-0-	-0-
RONALD McDONALD CHILDREN'S	-0-	-0-	\$3,000.00 *
THE STANDARD BRANDS CHARITABLE	-0-	-0-	\$3,000.00 *
TOTAL	\$294,300.00	\$237,800.00	\$224,900.00
COMMUNITY FUNDS			
UNITED WAY	\$80,361.00	\$82,370.00	\$65,896.00
INDIVIDUAL/DONOR	\$4,560.00	\$5,685.00	\$6,850.00
SPECIAL EVENTS			
Annual Luncheon	\$32,766.00	\$42,256.00	\$47,000.00
Alumni Dance	\$9,465.00	-0-	-0-
Cruise	\$10,750.00	-0-	-0-
Banquet	-0-	-0-	-0-
CAPITAL CAMPAIGN FUNDS			
Individual/Donor	-0-	\$11,717.00	\$170.00
Corporations	-0-	\$10,000.00	\$25,000.00
Foundations	-0-	\$5,000.00	\$172,000.00
Carnival	-0-	\$22,926.00	-0-
Concert	-0-	-0-	\$17,119.00
TOTAL	\$137,902.00	\$179,954.00	\$334,035.00

DATE MAY 18, 1992

CORPORATIONS

ALLIED SIGNAL, INC.	\$4,000.00	\$4,000.00	-0-
ALCANTARA-BUSCH	-0-	\$1,000.00	-0-
ALCOA	\$8,000.00	\$2,500.00	-0-
BALLY'S PARK PLACE CASINO	\$500.00	-0-	-0-
BELL COMMUNICATIONS RESEARCH	\$1,000.00	\$1,000.00	-0-
BROAD NATIONAL BANK	-0-	-0-	\$150.00 *
BUNBURY COMPANY, INC.	\$3,000.00	\$2,000.00	-0-
CIBA-GEIGY	\$500.00	\$500.00	\$500.00
CITY NATIONAL BANK	-0-	\$150.00	\$150.00
CRUM & FOSTER	\$500.00	\$1,000.00	-0-
EDUCATIONAL TESTING SERVICES	\$1,000.00	\$1,000.00	\$1,000.00
EDWARDS & KELCEY	\$500.00	\$500.00	-0-
FIRST FIDELITY BANK	\$2,000.00	\$2,000.00	-0-
HOFFMANN-LA ROCHE	\$5,500.00	\$5,000.00	\$5,000.00
HOWARD BANK	\$500.00	\$500.00	\$200.00
HOWMEDICA	\$250.00	\$275.00	\$175.00
JERSEY CENTRAL POWER & LIGHT	\$250.00	\$250.00	\$250.00
JOHNSON & JOHNSON	\$3,500.00	\$3,500.00	\$3,500.00
LENEX	-0-	-0-	\$500.00 *
R.H. MACY & CO., INC. (NEW)	-0-	\$300.00	-0-
MATSUSHITA ELECTRIC CORP.	-0-	\$1,000.00	\$1,000.00
MERRYL LYNCH	\$2,000.00	\$3,000.00	\$2,000.00
MIDLANTIC NATIONAL BANK	\$2,000.00	\$2,000.00	-0-
MUTUAL BENEFIT LIFE	\$3,000.00	\$3,000.00	-0-
NABISCO	\$2,000.00	\$3,000.00	-0-
NATIONAL WESTMINSTER BANK (NEW)	-0-	\$1,000.00	-0-
NEW JERSEY BELL	\$6,000.00	\$6,000.00	\$6,000.00
PUBLIC SERV. ELECTRIC & GAS	\$6,000.00	\$6,000.00	\$6,000.00
SANDOZ, INC.	\$500.00	\$2,000.00	\$2,000.00
SONY CORPORATION	-0-	-0-	\$750.00 *
SQUIBB	\$1,000.00	\$1,000.00	\$1,000.00
SUPERMARKETS GEN. CORP.	\$750.00	\$750.00	\$1,000.00
WARNER LAMBERT	\$3,000.00	\$3,000.00	\$3,000.00
WNWK	-0-	\$1,000.00	\$750.00
TOTAL	\$57,250.00	\$58,225.00	\$34,925.00

FEDERAL/STATE/COUNTY

CAMDEN COUNTY	\$21,200.00	\$22,048.00	\$22,048.00
ESSEX COUNTY DISCRETIONARY	\$10,000.00	\$10,000.00	\$5,000.00
DCA/OFFICE OF HISPANIC AFFAIRS	\$35,000.00	\$31,500.00	\$31,500.00
NEWARK BLOCK GRANT	\$50,000.00	\$50,000.00	\$50,000.00
TITLE XX/DYFS/DCA	\$47,058.00	\$47,058.00	\$49,141.00
DEPT. OF COMM. DEVELOPMENT	\$5,000.00	\$4,000.00	\$4,000.00
DEPT. OF HUMAN RESOURCES	\$15,000.00	\$15,000.00	\$15,000.00
DCA/TRENTON	-0-	\$50,000.00	\$50,000.00
DCA/CAMDEN	-0-	\$50,000.00	\$50,000.00
PHS	\$61,440.00	\$43,008.00	\$43,008.00
HCMDFP	\$10,200.00	\$10,200.00	-0-
DCA/CSBDG	-0-	\$10,000.00	-0-
TALENT SEARCH PROGRAM	-0-	-0-	\$150,000.00 *
CAMDEN FOUNDATION	-0-	-0-	\$9,000.00 *
TOTAL	\$254,898.00	\$342,814.00	\$469,697.00

TOTAL GRANTS & CONTRIBUTIONS	\$744,350.00	\$818,793.00	\$1,063,557.00
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CAPITAL CAMPAIGN	COMMITTED	PENDING
JAMES KERNEY FOUNDATION	-0-	-0-
HYDE & WATSON FOUNDATION	\$5,000.00	-0-
HAYDEN (CHARLES) FOUNDATION	\$50,000.00	-0-
SUBARU	-0-	-0-
DELUXE CHECK PRINTERS	-0-	-0-
FORD MOTOR COMPANY FUND	-0-	-0-
KRESGE FOUNDATION	-0-	\$200,000.00
GERALDINE R. DOGDE FOUNDATION	-0-	-0-
F.M. KIRBY FOUNDATION	-0-	-0-
PRUDENTIAL FOUNDATION	\$30,000.00	\$100,000.00
FANNIE E. RIPPEL FOUNDATION	-0-	-0-
TURREL FUND	-0-	\$50,000.00
CHARLES A FRUEAUFF FOUND	-0-	-0-
VICTORIA FOUNDATION	\$50,000.00	-0-
AT&T FOUNDATION	-0-	-0-
THE HEARST FOUNDATION	-0-	\$25,000.00
THE PROSPECT HILL FOUNDATION	-0-	-0-
JOHN BEN SNOW MEMORIAL TRUST	-0-	-0-
THE WILLIAM PENN FOUNDATION	-0-	-0-
W.W. SMITH CHARITABLE TRUST	-0-	-0-
WESTINGHOUSE FOUNDATION	-0-	-0-
GANNETT FOUNDATION	-0-	-0-
PSE&G	\$25,000.00	-0-
CITY OF NEWARK	-0-	-0-
AMELIOR FOUNDATION	\$25,000.00	-0-
GOMA	\$30,000.00	-0-
ALBUQUERQUE-BUSCH	-0-	\$25,000.00
MUTUAL BENEFIT	-0-	\$10,000.00
VAN HOUTEN CHARITABLE TRUSTEE	\$36,000.00 *	-0-
FIRST FIDELITY	\$25,000.00	\$30,000.00
JERSEY CENTRAL POWER & LIGHT	-0-	\$10,000.00
NEW JERSEY BELL	\$30,000.00	-0-
E.J GRASSMANN TRUST	\$6,000.00 *	-0-
TOTAL	\$312,000.00	\$450,000.00

*NEW COMPANIES OR FOUNDATION

ASPIRA AGENCY-WIDE STATISTICS

THREE YEAR COMPARISON

Table #1

TOTAL SERVED

Students Served	1989-1990	1990-1991	1991-1992
		as of 5/91	as of 5/92
ACTIVE CASELOAD	1615	1715	1757
NON-CASELOAD	1202	1617	1124
TOTAL	2817	3332	2881

Table #2

GENDER

Gender Breakdown	1989-1990	1990-1991	1991-1992
		as of 5/91	as of 5/92
Male	611(38%)	643(37%)	713(41%)
Female	1004(62%)	1050(63%)	1044(59%)
	1615	1715	1757

Table #3

ETHNICITY

Ethnicity Breakdown	1989-1990	1990-1991 as of 5/91	1991-1992 as of 5/92
ASIAN	7	15	counted other
BLACK	88	173	126
CUBAN	22	19	23
DOMINICAN	148	143	147
PUERTO RICANS	1006	1050	1201
OTHER HIS.	288	270	179
OTHERS	56	45	81
TOTAL	1615	1715	1757

Table #4

BREAKDOWN PER CENTER-ACTIVE CASELOAD SERVED

Center	1989-1990	1990-1991 as of 5/91	1991-1992 as of 5/92
ESSEX	756	754	656*
PASSAIC	314	304	213**
HUDSON	110	91	119
MERCER	203	223	218
CAMDEN	232	343	523 28***
TOTAL	1615	1715	1757

* Essex County lost the Pew Health Careers Program a total of 74 students were serviced last year under this program. Also, the Academic Achievement Program (Newark Block Grant) recruitment goal was decreased to 85 from 120 (last year this program recruited 155 students)

** The Paterson Talent Search Program's recruitment goal was decreased from 300 to 250

*** This number accounts for the unduplicated amount serviced through the Camden County Leadership Program.

AGENCY-WIDE STATISTICS: BREAKDOWN BY CENTER

Table 5
ETHNICITY
1989-1990

Ethnicity Breakdown	ESSEX	HUDSON	PASSAIC	MERCER	CAMDEN	
ASIAN	0	1	0	0	0	
BLACK	43	11	8	14	12	
CUBAN	0	0	0	0	0	
DOMINICAN	0	18	101	0	0	
PUERTO RICAN	498	44	111	167	195	
OTHER HISP.	194	30	80	12	23	
OTHERS	30	6	14	10	2	
TOTAL	756	110	314	203	232	[1615]

Table 6
ETHNICITY
1990-1991
(as of 5/91)

Ethnicity Breakdown	ESSEX	HUDSON	PASSAIC	MERCER	CAMDEN	
ASIAN	5	4	1	2	3	
BLACK	106	1	3	43	20	
CUBAN	17	0	1	1	0	
DOMINICAN	28	17	90	1	7	
PUERTO RICAN	449	41	120	160	280	
OTHER HISP.	126	23	79	11	31	
OTHER	23	5	10	5	2	
TOTAL	754	91	304	223	343	[1715]

Table 7
ETHNICITY
1991-1992
(as of 5/92)

Ethnicity Breakdown	ESSEX	HUDSON	PASSAIC	MERCER	CAMDEN
ASIAN	counted under other				
BLACK	36	9	0	31	46+ 4
CUBAN	18	2	0	0	3
DOMINICAN	37	25	62	4	19
PUERTO RICAN	449	50	99	162	420+21
OTHER HISP.	74	21	44	8	30+ 2
OTHERS	42	12	8	13	5+ 1
TOTAL ~	656	119	213	218	523+28 [1757]